

Career Development/Entrepreneurship Education

	Missouri Show-Me Standards Cross Reference	Family & Consumer Science National Standards	SCANS	AAOI Objectives	Core Employment
A. ASSUMING LEADERSHIP ROLES AS RESPONSIBLE FAMILY MEMBERS AND CITIZENS					
1. Utilize FCCLA program(s) to address family/consumer resource issues	1.2, 1.4, 1.5, 1.6, 1.7, 1.8, 1.10, 2.1, 2.2, 2.3, 2.5, 2.7, 3.2, 3.6.3.7, 4.1, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, CA1, CA3, CA4, CA5, CA6, MA1, MA3, SS1, SS3, SS4, SS6, SS7	1.1.1, 1.1.3, 1.1.4, 1.2.1, 1.2.2, 1.2.3, 1.2.4, 1.2.5, 1.2.6	1, 2, 3, 5	A1, A4, A5, B14, D10, D11, D12, D15, G2, I2, I4, I5	A3, G1, G2
2. Utilize leadership qualities and skills for problem solving	3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7	1.2.4, 1.2.6, 1.2.8, 13.5	2	D10, D11	A3, Fi, Fe, F4, G1, G2
B. EXPLORING CAREERS					
1. Identify career clusters and careers related to the career pathways in Human Services	4.8	7.1, 1.1.4	3	B11, B14, B16	A2, B1
2. Assess personal characteristics and professional requirements for occupations in Human Services	1.7, 1.10	7.3.4, 13.2, 13.3	3	I4, I5, E3	A1, A3
3. Investigate education/training, working conditions and income of specific careers	1.1	1.1.6, 1.2.1, 5.1.2, 5.1.3	3, 5	D16, E2, E3, H7	A2
4. Use effective communication techniques for multiple workplace situations	2.6, CA1, CA4, CA6	1.2.3, 7.5.7, 13.3	3	D3, D4, D5, D12	G1, G2
5. Examine ethical and professional issues and responsibilities	3.2, 4.4	1.2.8, 7.2.2, 13.3.5	3, 5	B12, H9, I1, I2	F1, F2, F3, F4, F5, F6
6. Evaluate entrepreneurial options related to Human Services	1.10, 4.8	1.1.5, 1.2.1, 7.1.2	3	A1, A2	B1, B2
C. EXPLORING ENTREPRENEURSHIP					
1. Describe typical characteristics of an entrepreneurship	1.1, 1.4	7.1.2	3	B3	A2
2. Analyze characteristics of an entrepreneur	1.1	7.3.4	2		A1, A2
3. Examine ethical issues affecting entrepreneurship	4.4	13.6.5	2	D4, D5, D6, D10	F6
4. Analyze character traits associated with entrepreneurship	1.10, 4.4	13.2.5	2	I2, I4	F1, F2, F3, F4, F5, F6, G1, G2
5. Examine risks of entrepreneurship	SC7	1.1.1, 1.1.2	1, 3	B14, B16	
6. Demonstrate creativity	FA4	13.5.1	3, 5	E5, E6	
7. Assess the impact of society on entrepreneurship	4.2, 4.3	1.1.2, 2.2, 2.5	2	A6, B10, F8, G3	A2, B1, B2

8. Generate innovative ideas	1.2, 1.6, SC7	7.1.2	3, 5	E5	
9. Compare and contrast advantages and disadvantages of being an entrepreneur	2.3, 3.6, 3.7, 3.8, SC7	7.1.2	3	B11, B14, B16	A1, A2, A3
D. ASSESSING ENTREPRENEURSHIP TRAITS					
1. Utilize self-assessment tools to determine entrepreneurial traits (i.e., Career Compass, Choices, ASVAB, Holland Code)	3.5, SS7	7.3.4	2, 3	E4, E5	A1, A3
2. Relate skills and personality to entrepreneurship interests and roles	1.1, 1.2, SS6	7.3.4	2, 3	D4, D5, D6, D10, D14	A1, A3
3. Analyze desirable employee/employer traits	2.0, CA4, CA6	7.3.2	2, 3	B6, I1, I2, I3, I4, I5	A1, E1, F1, F2, F3, F4, F5, F6
4. Investigate interpersonal workplace skills	4.4, 4.5, 4.6, 4.7	1.2, 7.3, 7.5	2, 3, 4	D4, D5, D6, D10, D11, D13	G1, G2
5. Distinguish transferable skills	1.10, 4.8	1.2	2, 3, 5	D14	A1, A3, E1, F1, F2, F3, F4, F5, F6, G1, G2
E. RESEARCHING ENTREPRENEURIAL OPPORTUNITIES AND REQUIREMENTS					
1. Utilize technology and other resources to research entrepreneurial opportunities	1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.10, 2.7, 4.8, CA3, CA5, CA6, MA3, SS4	1.1.1, 1.1.2, 1.1.3, 1.1.4, 1.1.6, 1.2.5, 1.3.4, 1.3.5	3, 4, 5	A4, B13, D8, D15, E1, E5	A2, B1, B2
2. Investigate entrepreneurial options	1.10, 4.8	7.1.2	3	B11, B14, B16	A1, A2, A3, B1, B2
3. Evaluate entrepreneurship opportunities	1.10, 4.8	7.1.2	3	B11, B14, B16	A1, A2, A3, B1, B2
4. Select an entrepreneurship venture	1.10, 3.0, SC7	7.1.2	3, 4	B11, B14, B16	A1, A2, A3, B1, B2
5. Examine aspects and implications of social entrepreneurship	1.1, 1.2, 1.4, 1.5, 1.6, 1.7, 1.9, 1.10, 3.1, 3.5, 3.6, 3.7, 3.8, 4.1, 4.3, CA3, CA6, SS3, SS4, SS7	1.1.1, 1.1.2, 1.3.1, 1.3.4, 1.3.5	3	B13, B15, G2, G3	A2, B1
F. INITIATING THE BUSINESS					
1. Examine investigative/research procedures necessary to initiate an entrepreneurial business	1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.10, 2.7, 4.8, CA3, CA5, CA6, MA3, SS4	1.1.1, 1.1.2, 1.1.3, 1.1.4, 1.1.6, 1.2.3, 1.3.4,	3, 4, 5	A4, B13, D8, D15, E5	A2, B1, B2
2. Identify entrepreneurial resource agencies (i.e., Students in Free Enterprise-SIFE, Innovations Center, Kauffman Foundation, Chamber of Commerce, World Wide Web Sites, economic development offices)	SS6	7.2	1, 3	B13, F6	B1, B2

3. Investigate pathways of regulatory systems (i.e., local, regional, state, and federal government agencies and guidelines)	SS3	7.2, 7.3.1, 7.4.4, 7.4.6	1, 4, 3	A2, F3	B1, B2
4. Classify various forms of business	1.7, 1.8, 1.10, SS4	1.1.4, 1.2.1	3, 4	A2, B11, B14	A2, B2
5. Research legal issues	1.2, 1.7, SS3	7.2.2	3	A2, F2, H1	F6

G. DEVELOPING A BUSINESS PLAN

1. Develop a business description	1.8, 2.1, CA4	2.1.1	3	B1	B1, B2
2. Describe business facility and location	1.8, CA4	1.2.7	3	H7	B2
3. Develop an organizational chart	1.8, CA4, SS4	1.2.6, 2.1.1, 13.1.1	2, 3, 4	B2, B4, B5, D11	A3
4. Develop funding/financial resources	2.1, MA1	1.3.4	1, 3, 4	C1, D1, G3	A3, B1, B2
5. Generate a budget	1.8, 2.1, MA1, SS4	2.1.1	1, 3	C1, C4, C6, D1	A3, B1, B2
6. Create forms/records	1.8, 2.1, CA4		3, 4, 5		A3, B1, B2, F6
7. Design a personnel management plan	1.8, CA4	1.2.2, 1.2.6, 1.2.7, 1.2.8, 2.1.1, 13.1.1, 13.4.5	1, 2, 3, 4	D11, F1, F2, I3, I4	A3, B1, B2, F6
8. Apply laws, regulations and codes	SS3, SS4	1.1.1, 2.3.1, 2.5.3	2, 3, 4	A5, A6, F3, G6, H1, H9	A3, B1, F6
9. Select supply and equipment needs		1.2.5	1, 3, 4, 5	E1, E2	A3, B1, B2
10. Formulate an advertising and customer recruitment plan	1.8, CA4		1, 2, 3, 4, 5		A3, B1, B2
11. Develop a list of resources	2.1, CA3, CA4	2.1.1, 13.4.6	1, 3, 4	B13	B1, B2

H. IMPLEMENTING ENTREPRENEURIAL SKILLS

1. Develop a resume	1.8, 2.1, 2.6, 2.7, CA1, CA4		3, 5		C1, C2, D1, D2, D3, D4, D5, D6
2. Refine verbal and nonverbal communication skills	1.5, 2.1, 2.2, 2.6, CA4	1.2.3, 13.3.2, 13.3.3, 13.3.4	2, 3	B5, D3, D4, D12	G1, G2
3. Formulate organizational skills	4.5, 4.6	2.1.1, 13.5.5	1, 2, 3, 4	B5	F2, F4
4. Utilize time management skills	4.5, HP2	2.1.1, 13.1.6	1, 3, 4	D6, D9	F1, F2, F4
5. Prioritize tasks to be accomplished		2.1.1, 13.1.6	1, 2, 3		F4
6. Demonstrate problem-solving skills	2.3, 3.1, 3.2, 3.3, 3.4, 4.1	2.1.1, 13.1.6, 13.4.1, 13.4.2, 13.4.3, 13.4.4, 13.6.3	1, 2, 3, 4, 5	D5, D13, E5	
7. Model appropriate dress		1.2.3	1, 2, 4	I5	E1, F5
8. Demonstrate presentation skills	1.5, 1.8, 2.1, 2.2, 2.6, CA1, CA5, CA6	1.2.3	1, 3, 4, 5	D3, D12	G1

9. Apply interpersonal skills	2.6	1.2.3, 1.2.6, 1.2.8, 13.1.1, 13.2.1, 13.2.5, 13.6.1	1, 2, 3		G1, G2
10. Develop teamwork strategies	2.3, 2.6, 4.6	1.2.3, 1.2.4, 1.2.6, 2.1.1, 13.5.1, 13.5.2, 13.5.3, 13.5.4, 13.5.6, 13.5.7	1, 2, 3	D10, D11	G1, G2
11. Demonstrate salesmanship and marketing skills	1.8, 2.1, 2.6, CA1, CA4, CA5, CA6	1.2.3	1, 2, 3, 4, 5	D5, G5	E1, G1
12. Model integrity	2.6, 4.4	1.2.3, 1.2.8, 13.1.6, 13.2.5, 13.3.5, 13.6.4, 13.6.5	2	I1, I2, I4	F1, F2, F3, F4
13. Describe the importance of ongoing training, professional development and continuing education	4.8	1.1.1, 1.1.5	1, 2, 3	B6, B15, D16, E3	
14. Demonstrate business etiquette	2.6, 4.3	1.2.3	2, 4	I4, I5	E1, F1, F2, F3, F5, F6
15. Establish customer/client relations	2.3, 2.6, 3.2, 3.3	1.2.3, 1.2.8	1, 2, 4	B9, G5	G1, G2
I CONDUCTING FOLLOW-UP					
1. Evaluate the project	1.10, 2.2, 3.1, 3.6, 3.7, 3.8, MA3	1.1.6, 2.1.1	1, 2, 3, 4, 5	I2	A1, A3, B1
2. Analyze results for future decision making	1.10, 3.1, 3.7, 3.8	1.1.6, 2.1.1, 13.1.1	1, 2, 3		A3
3. Conduct follow-up recognition (i.e., thank you's, certificates, phone calls)	CA4	1.2.3, 1.2.8, 2.1.1	1, 2		G1